

## Message Text

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PAGE 01 DOHA 00780 261313Z

ACTION NEA-10

INFO OCT-01 EUR-12 ISO-00 EB-07 L-03 SP-02 CIAE-00

INR-07 NSAE-00 TRSE-00 /042 W

-----091437 261330Z /41

R 261022Z JUN 77

FM AMEMBASSY DOHA

TO USDOC WASHDC

INFO SECSTATE WASHDC 2745

AMEMBASSY ATHENS

AMEMBASSY BUCHAREST

AMEMBASSY JIDDA

AMEMBASSY KUWAIT

AMEMBASSY SANA

FBI WASHDC

UNCLAS DOHA 0780

ATHENS FOR RTDO

DEPT FOR NEA/ARP

E.O. 11652: N/A

TAGS: BDIS, QA, US

SUBJECT: VITROCIM INVOLVEMENT IN TRADE COMPLAINT IN QATAR

REF: KUWAIT 3392

1. 1. ROMANIAN STATE CEMENT COMPANY, VITROCIM, IS ALSO INVOLVED (AS THIRD NON-CONTESTING PARTY) IN TRADE DISPUTE BETWEEN AMERICAN COMPANY, EAST EUROPE DOMESTIC INTERNATIONAL SALES CORP (440 PARK AVE SOUTH, NY, NY 10016) AND QATAR NATIONAL CEMENT COMPANY (P.O. BOX 1333, DOHA, QATAR). TRADE DISPUTE AROSE WHEN QATAR NATIONAL CEMENT CO CALLED PERFORMANCE BOND DUE TO NON-DELIVERY. EAST EUROPE ATTEMPTED TO INVOKE FORCE MAJEURE CLAUSE IN SUPPLY CONTRACT ON BASIS OF NON-PERFORMANCE BY VITROCIM BUT BOND HAD ALREADY BEEN CALLED.

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2. EAST EUROPE AND LAWYERS HAVE HAD LITTLE SUCCESS IN ATTEMPTS TO RECOVER BOND OR TO SET UP ARBITRATION WITH QATAR NATIONAL CEMENT CO ALTHOUGH ON TWO OCCASIONS OFFICIALS OF QATAR NATIONAL CEMENT CO HAVE TOLD EMBOFF THAT THEY WOULD ENTER ARBITRATION IN QATAR AS CONTRACT REQUIRES.

3. VALUE OF CONTRACT WAS TWO MILLION TWENTY FIVE THOUSAND  
U.S. DOLLARS WITH THREE PERCENT PERFORMANCE BOND.

4. COMMENT: ALTHOUGH THERE IS NO OBVIOUS CONNECTION BETWEEN  
KUWAIT CASE (REFTEL) AND EAST EUROPE TRADE COMPLAINT IT DOES SEEM  
OBVIOUS THAT DEALING WITH VITROCIM CAN BE HAZARDOUS AND THAT  
U.S. FIRMS SHOULD BE WARNED AWAY FROM ANY DEAL INVOLVING VITROCIM  
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## Message Attributes

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